



**SEMINAR ON BUSINESS OPPORTUNITIES
at the ASIAN DEVELOPMENT BANK
Greater Los Angeles Chamber of Commerce
350 S. Bixel St
Los Angeles, Ca 90017
Downtown Los Angeles
April 24th, 2008, 9AM**



**Private Session with ADB Bank Officials, April 25,
Call for details or registration**

- 8:30 - 9:00 **Registration**
- 9:00 - 9:15 **Opening Remarks**
Mr. Bobby Hines, International Trade Specialist
Export Assistance Center Downtown Los Angeles
- 9:15- 10:00 **Introduction to North American Representative Office, ADB**
Mr. Robert Schoellhammer, Deputy Resident Director, ADB North America Office
- 10:00-10:45 **Targeting Business Opportunities with the ADB**
Mr. Kenneth B. Reidbord, Director/Senior Commercial Officer
Advocacy Center Liaison Office to the ADB
U.S. Commercial Service
- 10:45-11:00 B R E A K
- 11:00-12:30 **ADB Consulting and Procurement Procedures**
Mr. Ignatius Santoso, Director, Central Operations, ADB
Mr. Yinguo Huang, Principal Procurement Specialist, ADB
- 12:30-1:30 **LUNCH**
- 1:30 – 3:30 Concurrent Break-out Sessions:**

Competitive Bidding for ADB “Procurement” & “Consulting Services”

<p>“Procurement of Goods & Civil Works”</p> <p>Mr. Ignatius SANTOSO Director, Central Operations Services, ADB</p> <p>The Project Cycle ADB’s Procurement System Preparation of Responsive Bids Bid Evaluation Disbursement Procedures Redress Procedures Questions & Answers</p>	<p>“Procurement of Consulting Services”</p> <p>Mr. Yinguo HUANG Principal Consulting Services Specialist, ADB</p> <p>The Project Cycle/ Business Potential How to be short-listed: - Consultants’ Registration - Expressions of Interest - Short-listing Procedures - Preparation of Technical Proposal - Preparation of Financial Proposal - ADB’s Technical Assistance Operations Contract Negotiation/Administration Redress Procedures Questions & Answers</p>
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Day Two: Friday, April 25, 2008

One-on-one Consultations

World Trade Center

350 S. Figueroa St
Suite 272
Los Angeles, CA 90071
213-680-1888

1. **Kenneth B. Reidbord**, Director, Advocacy Center Liaison Office to the ADB,
U.S. Department of Commerce
2. **Ignatius Santoso**, Director, Central Operations Services, Asian Development Bank
3. **Yinguo Huang**, Principal Procurement Specialist, Asian Development Bank
4. **Robert Schoellhammer**, Deputy Resident Director, Asian Development Bank
North America Representative Office

To attend the seminar, please contact:

Mr. Bobby Hines, International Trade Specialist
Tel.: 213-894-4231, Fax: 213-894-8789
Email: bobby.hines@mail.doc.gov
Website: <http://www.buyusa.gov/downtownlosangeles/adb.html>

Other Seminar Sites and Dates:

Washington, DC April 21 & 22, 2008

Venue: The Madison Hotel
1177 Fifteenth St. NW
Washington, Washington, DC 20005

Contact: Mr. Roger Jordan
Director, International, State Legislative, and Small Firm Council
American Council of Engineering Companies
1015 15th St., NW, 8th Floor
Washington, D.C. 20005-2605
Tel.: (202) 682-4313
E-mail: rjordan@acec.org; Website: www.acec.org

-or-

Ms. Diane Willkens
President & CEO, Development Finance International
4630 Montgomery Avenue, Suite 300
Bethesda, MD 20814
Tel: (301) 986-1226; Fax: (301) 986-0520
E-mail: dwillkens@dfintl.com; Website: www.dfintl.com

Honolulu, HI April 28 & 29, 2008

Venue: State of Hawaii Department of Business, Economic Development &
Tourism, Strategic Marketing & Support Division Services Trade Branch
No. 1 Capitol District Building
250 South Hotel Street, 5th Floor
Honolulu, Hawaii 96813
(Day 1: 1st Floor Multipurpose Room)
(Day 2: 4th & 5th Fl. Conference Rooms)

Contact: Milton Kwock
State of Hawaii Department of Business, Economic Development &
Tourism, Strategic Marketing & Support Division Services Trade Branch
250 South Hotel Street, 5th Floor
Honolulu, Hawaii 96813
Tel.: (808) 587-2759; Fax: (808) 586-2589
E-mail: mkwock@dbedt.hawaii.gov

Or:

Jamie Lum <JLum@dbedt.hawaii.gov>
Marlene Hiraoka MHiraoka@dbedt.hawaii.gov